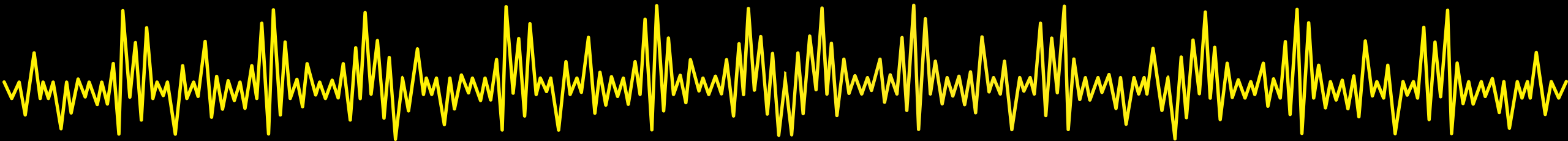


# Moving Light Fixtures

## Lens and Lights

Supporting lighting events across campus





**Jess Bosenberg**

**LNL** Vice President



**Benjamin Antupit**

**LNL** Technical Director  
(& SGA Senator)



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**LNL** Vice President



**Benjamin Antupit**

**LNL** Technical Director  
(& SGA Senator)



**Jeremy Peters**

**LNL** Prop Master



**Lonestar**

**High End Systems**  
Moving Light

# LNL in Brief

- 50+ Active Members & 150+ Associate Members
- Supporting 240+ WPI events a year!



# Request Summary

- Purchase 18 moving lights and storage cases
- Continue supporting 70+ large lighting events that currently need rental lighting
- Total cost of this purchase is less than the cost of renting these lights for 2 years



# Request Summary

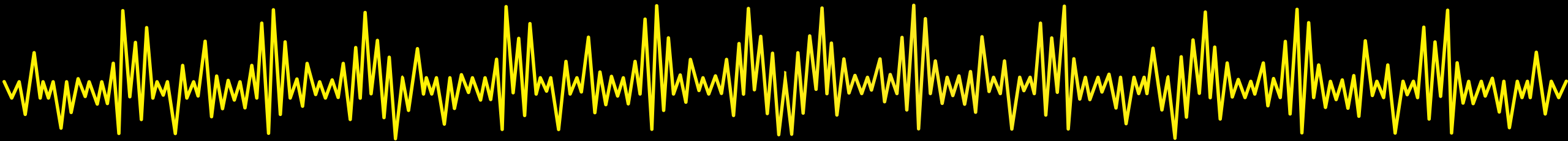
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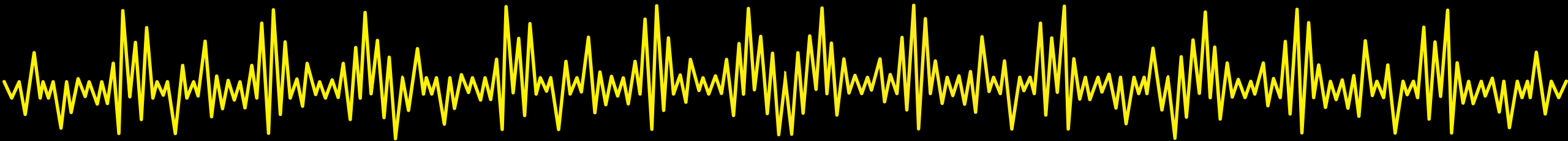
# Background on Moving Lights Rentals

- Why Moving Lights?
  - Due to an increased number of classes and events in event spaces, LNL can no longer book sufficient time to manually change the lighting between events
  - Moving lights can be remotely focused and need minimal setup time
- Past Rentals:
  - Over the past 2 years, an increasing number of events have requested SGA funding for rental fixtures
  - LNL has begun to FR for term-long rentals to cover all the events in Alden
    - Saves SGA money by bundling into fewer, longer rentals
    - These rentals cost \$15,000 per term
  - We would need rentals for 3 terms per year, for a total of \$45,000 per year



# Why these lights? Best in class & Low Price!

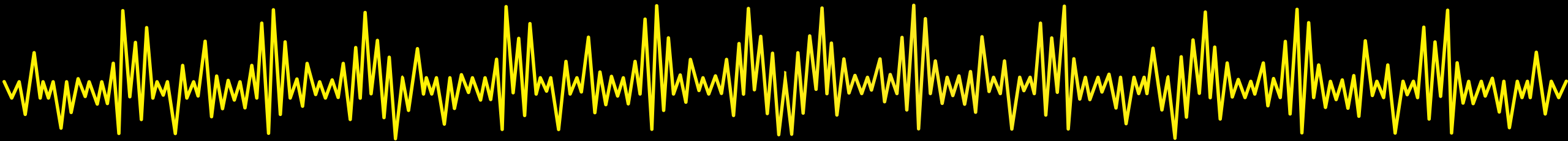
- LNL compared 10+ potential lights to purchase
  - All reasonable options were more expensive than Lonestar fixtures
- We decided on High End Systems **Lonestar** because:
  - **Features:** Allows for flexibility and works for different kinds of events
  - **Physical:** Light & small to fit in available storage location
  - **Lifespan:** Expected lifespan of over 10 years, built to last and be repaired
  - **Support & Repair:** Manufacturer has reputation for great support and quick repairs
    - LNL has lots of equipment from this company & had good experiences
  - **Price:** Negotiated very low price (for a normally expensive product)





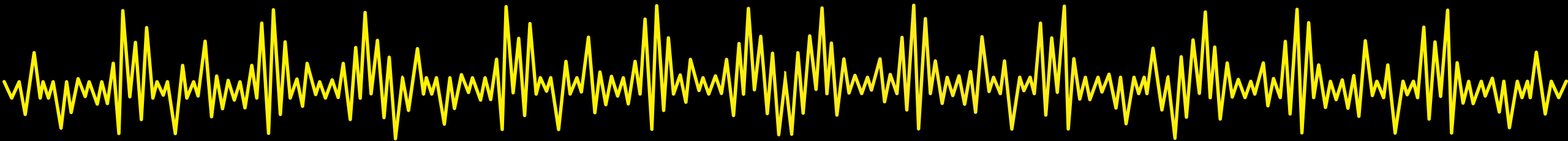
# Why 18 of them? Fits needs of most events!

- We are renting 18 of these lights right now for B-term
- Majority of events can be supported with 18 lights
  - Flexible for dance parties, stage shows, concerts, etc.
- LNL has storage space for 6 cases of 3 lights each (= 18 lights)
- What happens when we need more than 18?
  - Less than 5 SGA-sponsored events each year
  - Expected to cost approximately \$5,000 per year
  - For these events, the rental costs would be included in LNL quote and event FR



# Why now? Increasing demand on campus!

- Trend of more events requesting complex lighting over the past two years
- Much of our current lighting equipment is approaching end of life.
  - We've had minimal lighting upgrades since 2015
- Other universities nearby are switching to newer fixtures; keeps us up-to-date



# Why now? Negotiated a Low Price!

- These fixtures is the best deal and most affordable option we could find
- We have good industry connections and a strong relationship with the dealer
- We talked to the manufacturer and dealer in person to demo the light

MSRP: "List price"

**\$7,050.00**

Available to everyone

MAP: Dealer Price

**\$5,640.00**

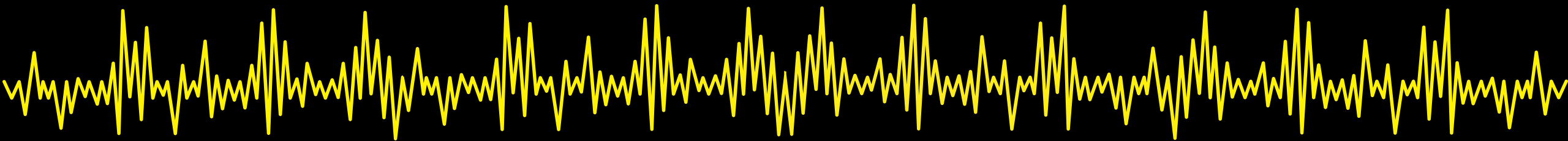
20% discount

LNL's Quoted Price

**\$4,621.27**

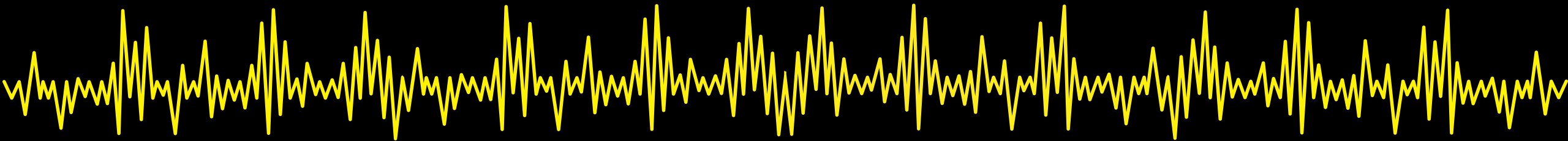
**34.45% discount**

Similar discount on cases & accessories



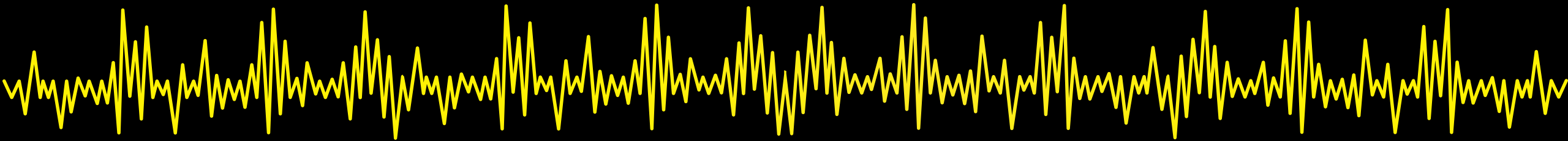
# Funding from other sources

- Lens and Lights
  - **We're contributing \$10,000** from money we've charged events for lighting services
  - The money we charge is intended to be used cover the repair and maintenance of our equipment
- Robotics Resource Center (RRC)
  - Interested in collaborating with LNL and purchasing additional lights
    - These extra lights would be used for the "extra large events" that currently rent more than 18 moving lights
    - It would also help support multiple LNL events at once
  - Funds not available until June 2025



# LNL is Purchasing

	Model	Price	Quantity	Extended Price
Storage Equipment (Case Stacker)	SolidHub 222026-US	\$5,398.10	1	\$5,398.10
Fixture Data & Power Cables	DMX5PCTRUE	\$116.89	18	\$2,104.02
Fixture Clamps (2 per fixture)	TCB-LIGHTSOURCE	\$27.60	36	\$993.60
Shipping for Lights & Cases	-	\$1,642.44	-	\$1,642.44
	Total LNL contribution:			\$10,138.16



# Funding Request Breakdown

	Model	Price	Quantity	Extended Price
Moving Light Fixture	High End Systems <b>Lonestar</b>	\$4,621.27	<b>18</b>	\$83,182.86
Fixture Case (fits 3 fixtures each)	3-fixture Storage Case	\$843.75	<b>6</b>	\$5,062.50
		Total request: <b>\$88,245.36</b>		
		5% contingency: <b>\$4,412.27</b>		

Breakdown: <https://lnl.wpi.edu/moving-lights-fr-breakdown/>





# Vendor Quote

That one →

- We've worked with this vendor many times
- Tax exemption and WPI supplier paperwork are complete
- We have not spent any money or signed any contracts yet
- We have storage space available for this equipment



Quote  
Order #: 602002  
Version #: 2

Description: \* Lonestar Sale

Customer: Worcester Polytechnic Institute  
100 Institute Road  
Worcester MA  
Attn: Accounts Payable  
Phone: (508)831-5220

Ship To:  
100 Institute Road  
Worcester MA 01609

Attn:  
Phone:

Customer ID	Ordered By	Phone	Cust PO	Salesperson	Terms	FOB
WORCESTER POLYTECHNIC INSTITUTE	Accounts Payable	(508)831-5220		Andrew Boucher	NET 30 w/ PO	Canton MA 02021

Schedule	
Remark	Date
Delivery	OUTSIDE FREIGHT
Pick Up	

Shipping Comments:

SGA  
LNL

Qty	Item Description	Unit Price	Ext Price
18	Lonestar UB Black	4621.27	83182.86
6	Lonestar 3 Unit Flight Case	843.75	5062.50
36	Mini Claw fixture clamp	27.60	993.60
1	Freight, truck or common carrier*	1642.44	1642.44

Rental Subtotal	
Sales Subtotal	\$89,238.96
Sales Tax	
Labor Subtotal	
Misc. Charges	
Shipping/Handling	\$1,642.44
TOTAL	\$90,881.40

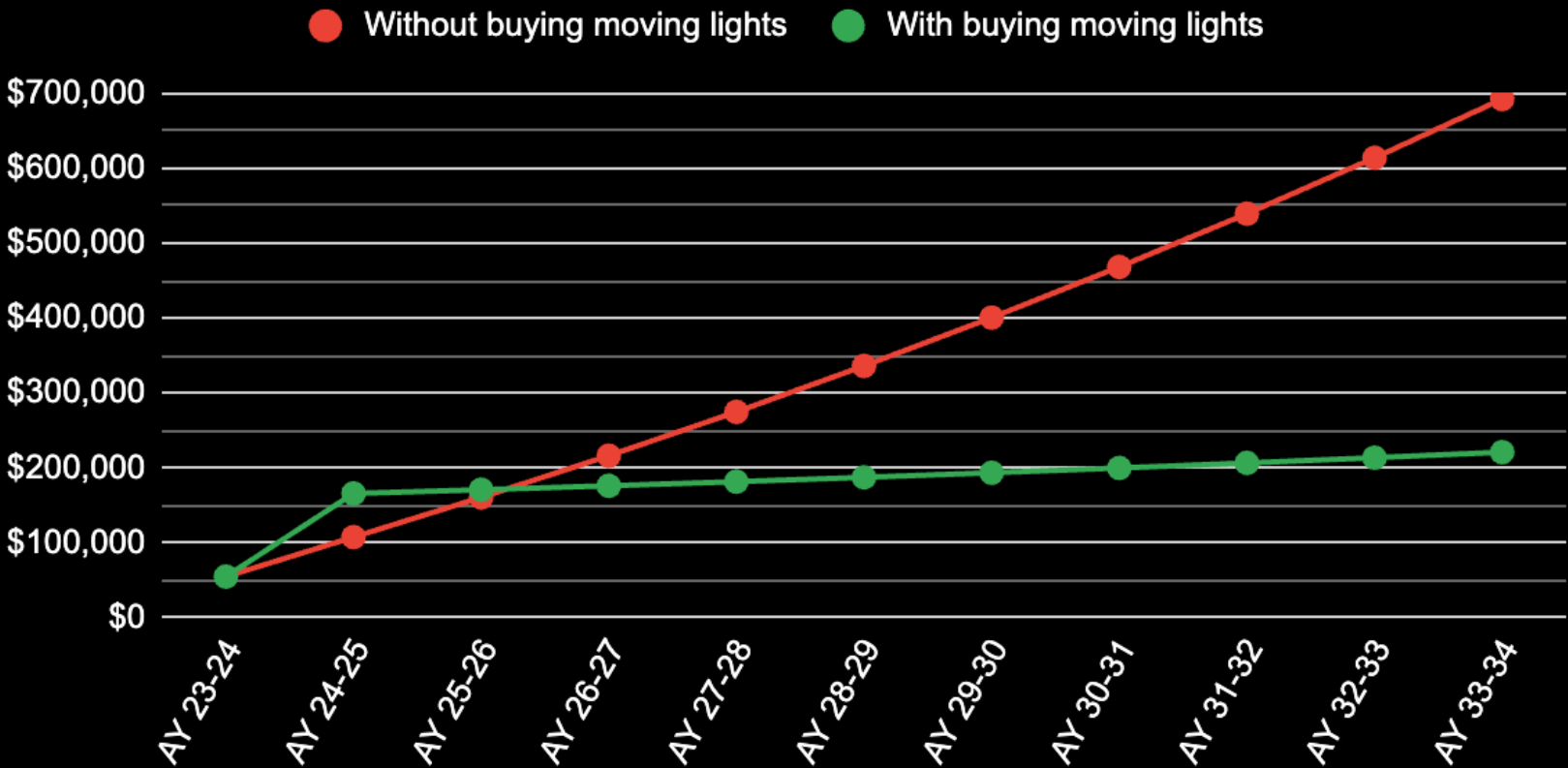
Thank You for Your Business

# SGA saves money!

Return on Investment

**1.83**  
years

## Total SGA Spends on Renting Moving Lights



Without purchase:

**\$50,000**  
on rentals per year

With this purchase, only  
**\$5,000**  
spent on rentals per year, saving SGA

**\$45,000**  
per year

Total savings  
over equipment lifespan (10 years)

**\$471,000**  
including inflation

# Thanks for listening!

Senate Chair Chartier, the floor is yours.

